From First Impression to Confession – Ethical Influence in Investigative Interviewing

This training session provides polygraph professionals with practical tools to elevate the quality and effectiveness of investigative interviews. Grounded in real-world experience and behavioral science, the course emphasizes deliberate preparation, psychological priming, and rapport-building strategies that remain legally and ethically sound.

Attendees will examine how body language, vocal tone, interviewer presentation, and room setup can influence an examinee's perception, reduce resistance, and increase cooperation within the polygraph suite. The course also highlights how to adapt in real time by leveraging open-source intelligence, social media content, and behavioral observations to personalize your approach. We will also examine post-test approaches that have proven effective in real-world cases.

We will also illustrate how certain interrogation tactics—if misapplied—can contribute to the risk of false confessions. Participants will leave with a deeper understanding of how to foster truthful disclosures.

Brad Beeler

Brad is a Special Agent with the Army - Criminal Investigation Division, where he is an instructor in investigative interviewing at the Federal Law Enforcement Training Center (FLETC). He retired from the United States Secret Service after a 25-year career as a Special Agent.

For the final eight years of his Secret Service tenure, Brad was assigned to the National Center for Credibility Assessment (NCCA) at Fort Jackson, where he served as the course manager for Interview and Interrogation Techniques and Internet Crimes Against Children Testing. A polygraph examiner for 17 years, Brad conducted more criminal polygraph examinations than anyone in Secret Service history. Many of these exams were conducted in support of local and state law enforcement agencies across the country, with a particular focus on cases involving the sexual exploitation of children.